

# Creating Successful Partnerships with Large, Prime Contractors



# Understand Your Value

## Small Businesses Are Highly Valued by USACE & Large Contractors

- ☐ Overhead Structure Allows for Cost Efficiency
- ☐ Bolster Subcontracting Plan to Meet Subcontracting Plan Goals
- ☐ Highly Involved Subcontractor Principals Create Speed in Decision Making



# Define Value Proposition

## Small Businesses Are Highly Valued by USACE & Large Contractors

- ☐ Capability – Performance
- ☐ Impact – Benefit to Large Contractor/COE
- ☐ Proof – Tangible Results
- ☐ Cost/Price



# Communicating Your Value Proposition

## Unique Capabilities to Get Noticed

- ☐ Clear, Concise, Compelling – Easy to Understand
- ☐ Needs Targeted – What do we (Prime Contractor) want that you can provide?
- ☐ Demonstrate Tangible Results
  - Performance Facts
  - Personnel Achievements
  - Letters of Recommendation/Reference Letters



# End User Focused in All Actions

## 3 Key Points of Focus



**Price**




**Quality**



**Positive  
Interaction**



# Subcontractor Pre-Qualification

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Construction Corp.

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**Confidential Subcontractor / Vendor Profile**

Date: \_\_\_\_\_

A) Company Name \_\_\_\_\_ Contact Name for Bidding \_\_\_\_\_  
Address \_\_\_\_\_ City, State, Zip Code \_\_\_\_\_  
Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
E-Mail Address \_\_\_\_\_ Company Web Site Address \_\_\_\_\_  
Contractor License Number \_\_\_\_\_ License Classification \_\_\_\_\_  
License Limit \_\_\_\_\_ License Expiration \_\_\_\_\_

B) Type of business (please check the appropriate box)  
☐ Corporation ☐ Partnership ☐ Limited Liability Company ☐ Sole Proprietor

In what year was your company founded? \_\_\_\_\_  
In what year was your company founded under present business name? \_\_\_\_\_  
Under what other or former names has your company operated? \_\_\_\_\_  
FEIN# (Federal ID) \_\_\_\_\_


Bidding as:  
☐ Vendor (supplier of material) ☐ Subcontractor

Is your company owned or controlled by a parent company, or any other organization? (If yes, please see \_\_\_\_\_)  
☐ Yes ☐ No

Has your company had experience with LEED™ projects? ☐ Yes ☐ No

C) Type of work or supplies \_\_\_\_\_

D) Revenue  
Largest Project: \$ \_\_\_\_\_ Average Project: \$ \_\_\_\_\_ Smallest Project: \$ \_\_\_\_\_  
Last 3 Year Volume: 20\_\_\_\_ \$ \_\_\_\_\_ 20\_\_\_\_ \$ \_\_\_\_\_ 20\_\_\_\_ \$ \_\_\_\_\_


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E) Financial Information  
Is your company bondable? ☐ Yes ☐ No  
Bonding agent (Name, Contact, Phone) \_\_\_\_\_  
Bonding company (Name, Contact, Phone) \_\_\_\_\_  
Bonding capacity, single project amount \_\_\_\_\_  
Bonding capacity, aggregate amount \_\_\_\_\_ (attach letter from your bonding agent verifying bonding capacity and)  
Bank reference (Name, Contact, Phone) \_\_\_\_\_  
Client Since, \_\_\_\_\_

F) Legal  
Has your company or any other organization with which your officers were involved during the past ten (10) years been in bankruptcy or a voluntary reorganization? (If yes, explain below): ☐ Yes ☐ No \_\_\_\_\_  
Are there any judgments, claims, arbitration proceedings, or suits pending / outstanding against your office(s) or principal(s)? (If yes, explain below): ☐ Yes ☐ No \_\_\_\_\_  
Has your company filed any lawsuits or requested arbitration or mediation with regard to construction contracts the last three (3) years? (If yes, explain below): ☐ Yes ☐ No \_\_\_\_\_  
Has your company ever failed to complete a project (If yes, explain below): ☐ Yes ☐ No \_\_\_\_\_  
Have you had a contract terminated due to performance? (If yes, explain below): ☐ Yes ☐ No \_\_\_\_\_

G) Safety / Insurance  
Does your company have a formal written safety program? ☐ Yes ☐ No  
Does your company have a substance abuse policy? ☐ Yes ☐ No  
Does your company conduct site safety inspections? ☐ Yes ☐ No

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H) Has your company had any OSHA citations, fines, or jobsite fatalities within the last three (3) years? If yes, please describe in detail on an attached sheet what occurred and what steps were taken by the company to prevent from happening in the future. ☐ Yes ☐ No

List EMR (experience modification rate) for the past 3 years:  
20\_\_\_\_ 20\_\_\_\_ 20\_\_\_\_

Insurance Company (Name, Contact, Phone) \_\_\_\_\_

Insurance Broker (Name, Contact, Phone) \_\_\_\_\_

State the amount of insurance coverage carried by your firm:  
General Liability \_\_\_\_\_  
Umbrella \_\_\_\_\_  
Automotive \_\_\_\_\_

I) List minority designations, if any (please attach a copy of certificate): MBE, WBE, SBE, VBE, Native American, etc.  
Designation \_\_\_\_\_ Agency issuing Certificate \_\_\_\_\_ Exp. Date \_\_\_\_\_

J) Project & Trade References  
Project References (3 Requested)  
Project name General Contractor / Contact Phone No. Contract Value  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Trade References (2 Requested)  
Company Name Contact Phone No.  
\_\_\_\_\_  
\_\_\_\_\_

K) Licensing  
Has the company ever been in violation of state or local licensing requirements? ☐ Yes ☐ No  
If yes, please explain: \_\_\_\_\_

Please return completed form to:  
HARDAWAY Construction Corp.  
615 Main Street  
Nashville, Tennessee 37206-0429  
Attention: John Sloan  
Fax to 615.254.4518 or E-Mail to [jsloan@hardaway.net](mailto:jsloan@hardaway.net)



# Strategic Positioning

- ☐ Teaming Arrangements
- ☐ Mentor-Protégé Agreements



# Get Noticed

## Professional Organizations & Networking Events

- ❑ Society of American Military Engineers (SAME)



- ❑ American Society of Civil Engineers (ASCE)



- ❑ Small Business Administration (SBA)/Agency Annual Conferences

